



**APM Automotive Holdings
Berhad**

FY2015 first-quarter financial results

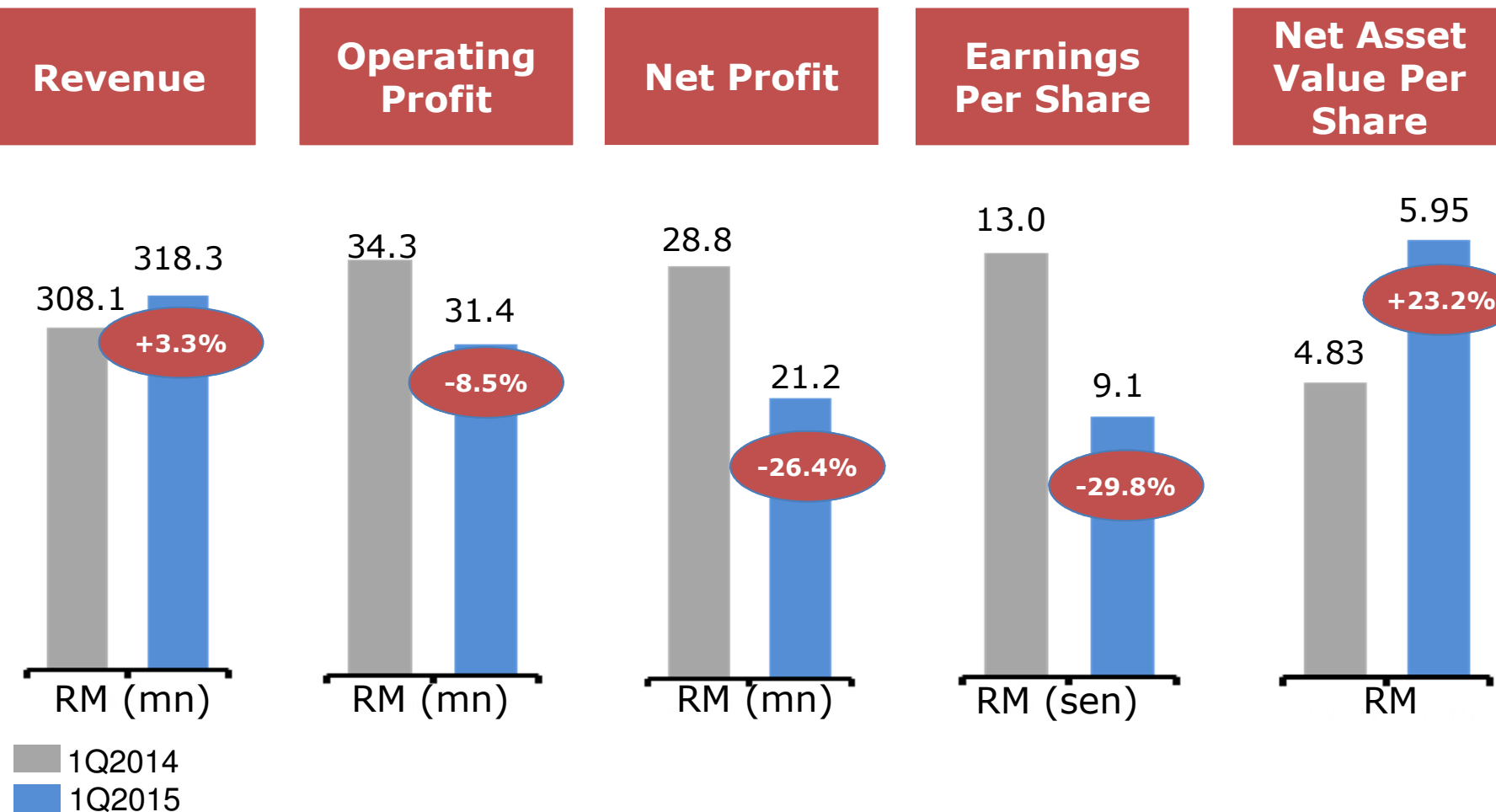
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These factors include (i) changes in economic conditions, currency exchange rates, the laws, regulations, government policies, or political instability in the market place, (ii) circumstances relating to our ability to introduce, in a timely manner, and achieve market acceptance of new products, and (iii) shortage of fuel or interruptions in transportation systems, labor strikes, work stoppages, or other interruptions to or difficulties in the employment of labor in the major markets where we purchase materials, components, and supplies for the production of our products or where our products are produced, distributed, or sold.

Key performance indicators



Lower margin due to higher imported raw material cost and stronger USD

1Q15 Operation & Financial Review

Business Update

1Q15 financial review

In RM thousands	#1Q15	^4Q14	4Q14	1Q14	^QoQ	QoQ	YoY
Net revenues	318,255	287,843	287,843	308,124	10.6%	10.6%	3.3%
Profit before tax	33,328	30,214	35,648	37,209	10.3%	-6.5%	-10.4%
Net Income	21,165	22,320	27,754	28,759	-5.2%	-23.7%	-26.4%
Profits Attr. to SH	17,827	19,256	24,690	25,409	-7.4%	-27.8%	-29.8%
EPS (Sen)	9.11	9.84	12.62	12.98	-8.4%	-27.8%	-29.8%
Net assets per share	5.95	5.84	5.84	4.83	1.9%	1.9%	23.2%
Return on equity (annualised)	6.12%	6.74%	8.64%	10.77%			
Net Dividend per share (sen)	-	*12.0	*12.0	-			
Net Profit Margin	6.65%	7.75%	9.64%	9.33%			

*Proposed dividend

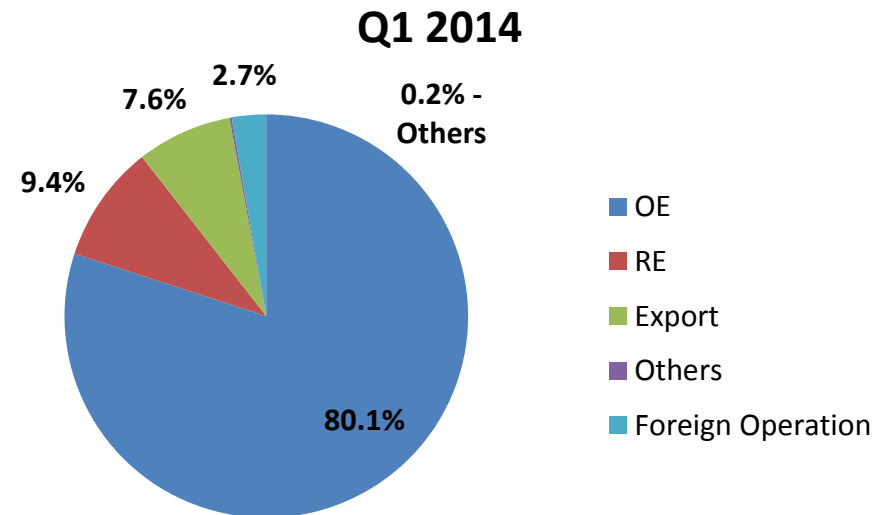
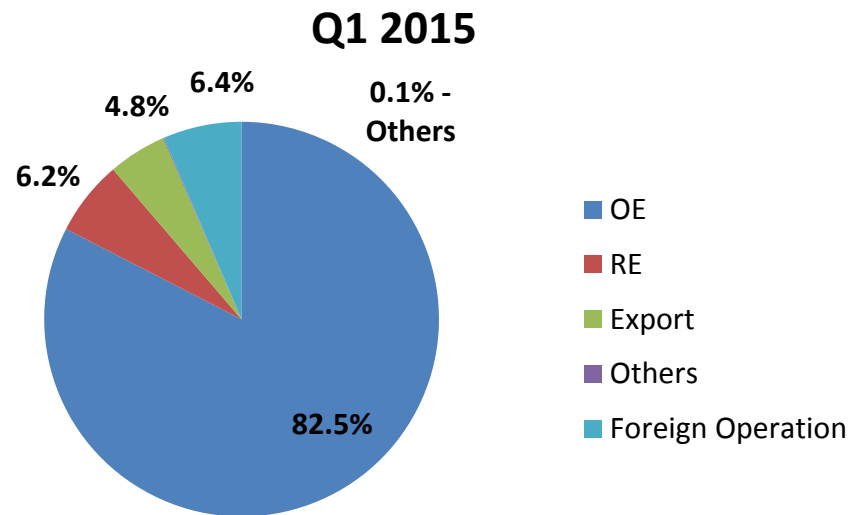
^ Exclude gains on revaluation on investment properties of RM 5.4mil (restated) in 4Q14

Include deferred tax of RM 3.0mil

Higher revenue (QoQ) due to higher take up from OEM customers

Segmental sales

	Q1 2015	%	Q1 2014	%
OE	262,687	82.5%	246,538	80.1%
RE	19,624	6.2%	29,065	9.4%
Export	15,202	4.8%	23,483	7.6%
Others	266	0.1%	584	0.2%
Foreign Operation	20,476	6.4%	8,454	2.7%
TOTAL REVENUE	318,255	100%	308,124	100%



Increasing contributions from foreign operations

Segmental performance

REVENUE (RM'000)	1Q15	1Q14	Change (%)
Suspension	33,483	29,801	12.4%
Interior & Plastics	190,464	165,976	14.8%
Electrical & Heat Exchange	41,852	57,762	-27.5%
Marketing	31,713	45,547	-30.4%
Others	266	584	-54.5%
Malaysia Operation	297,778	299,670	-0.6%
Operations outside Malaysia	20,477	8,454	142.2%
TOTAL REVENUE	318,255	308,124	3.3%

Reduced dependence on Malaysia market

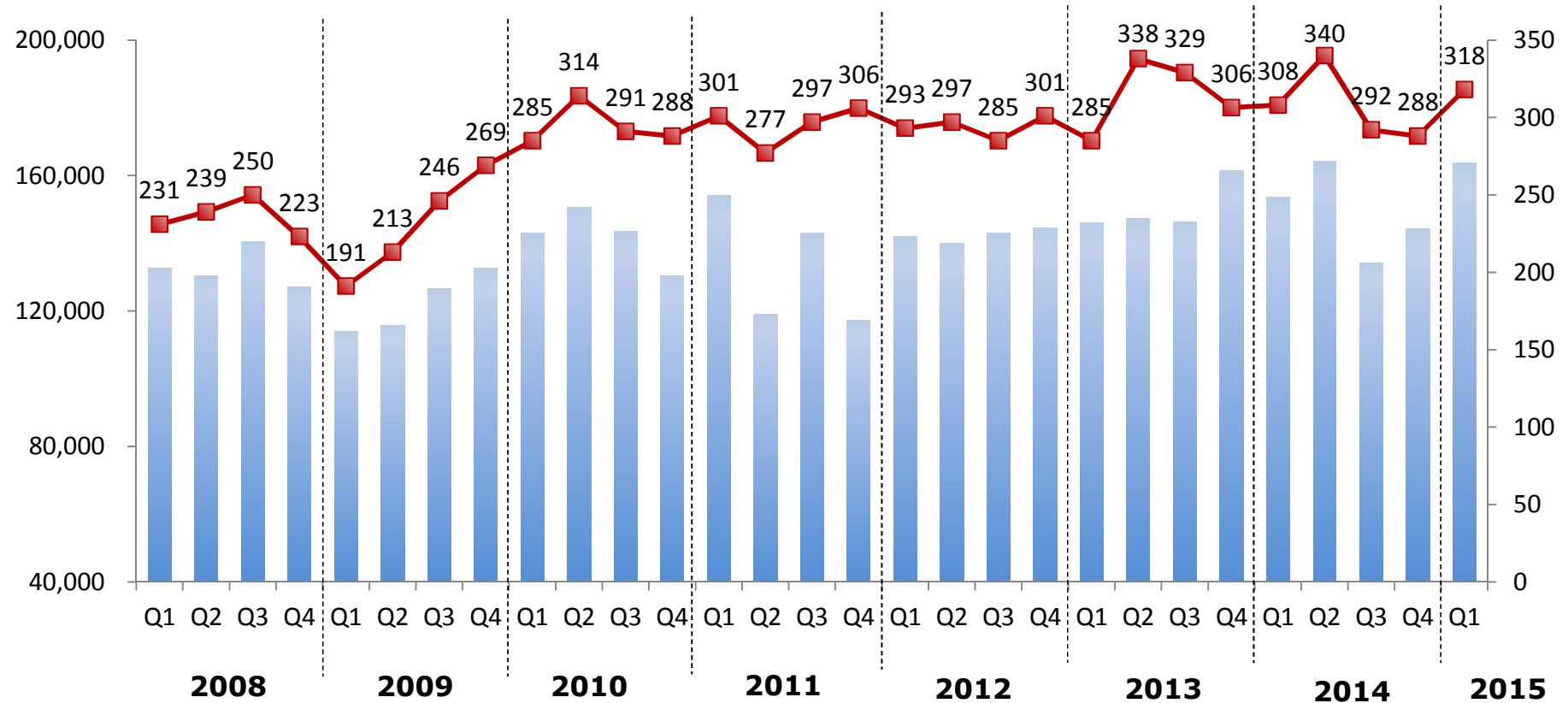
1Q15 Operation & Financial Review

Business Update

In line with Production TIV

Production TIV

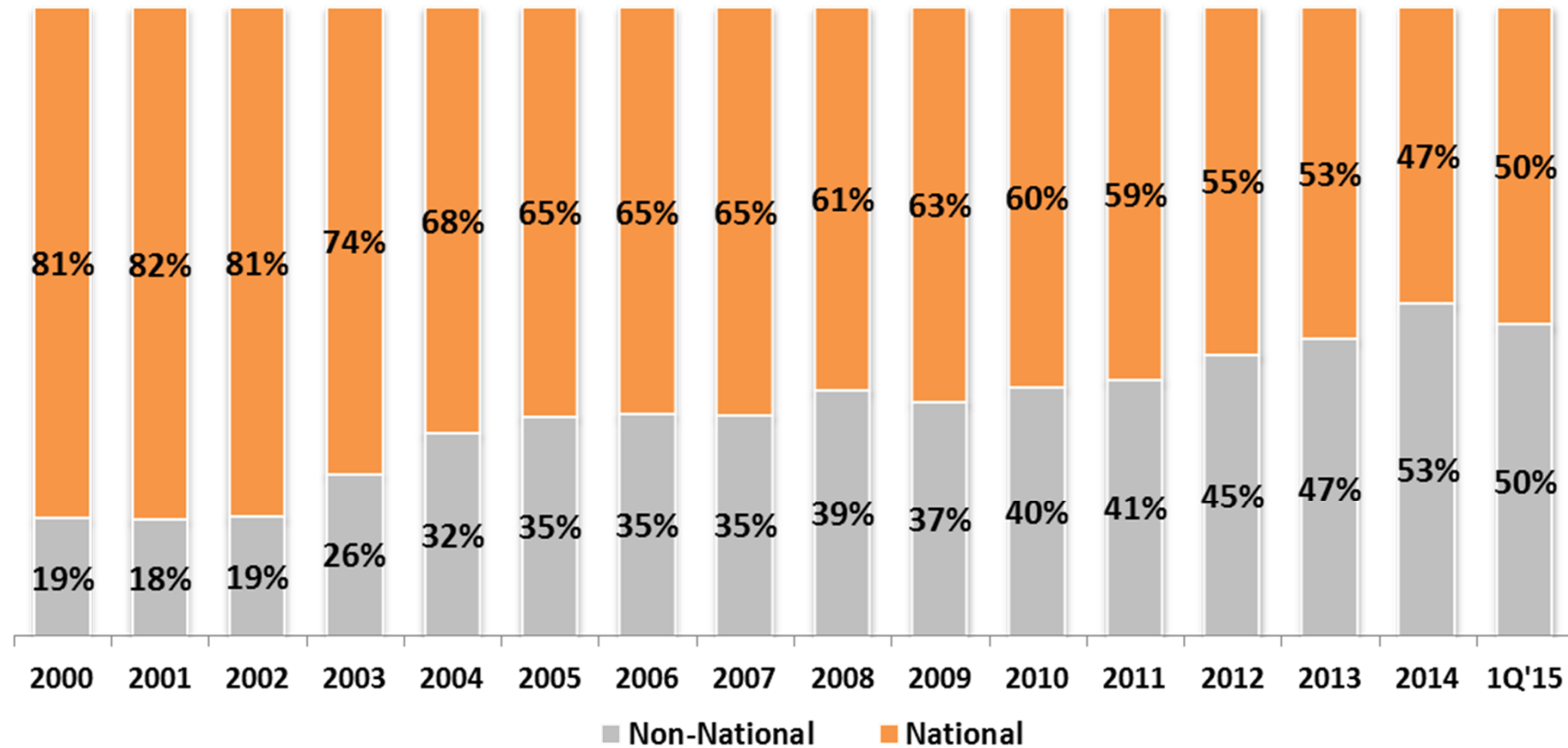
APM Revenue (RM'mil)



Source: MAA (as for Production TIV)

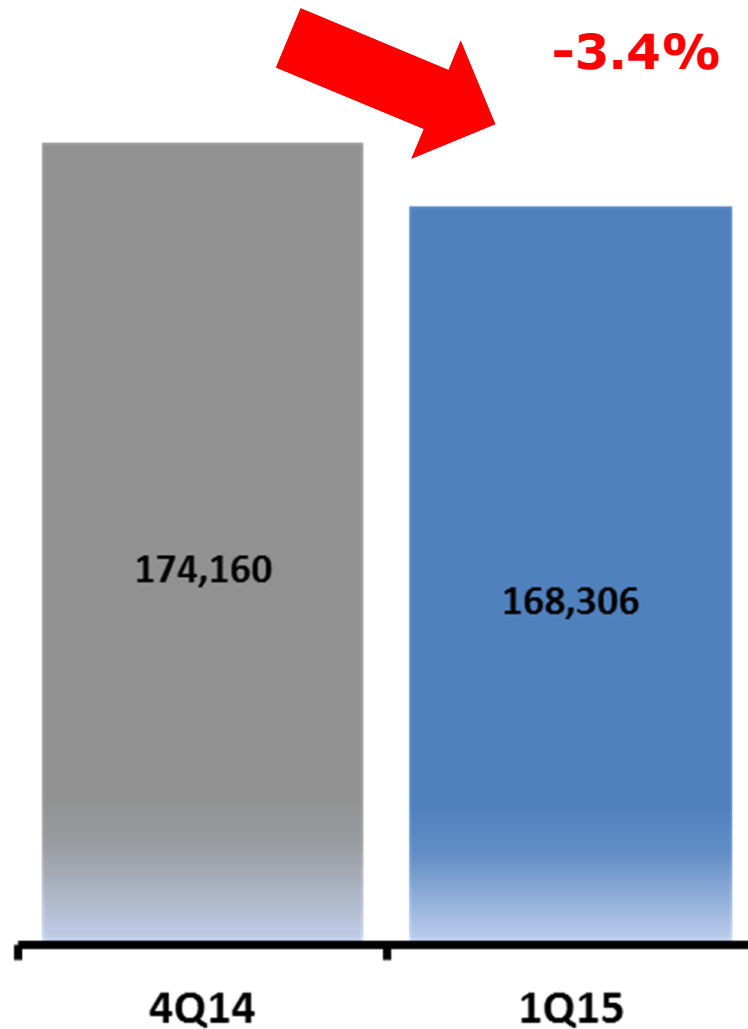
Higher revenue in line with higher production TIV in Q1 2015

National & Non-national Market Share



National brands regain market share

1Q15 TIV



	Q-o-Q %
Perodua	+3.4%
Proton	+10.6%

	Q-o-Q %
Toyota	-40.7%
Nissan	-3.8%
Honda	+6.7%
Mitsubishi	-5.2%
Isuzu	-35.5%
Mazda	-29.3%

	Q-o-Q %
Ford	+23.9%
VW	+21.0%
BMW	-38.5%
Peugeot	-1.0%

TIV decrease due to short month of February

FY15 business update

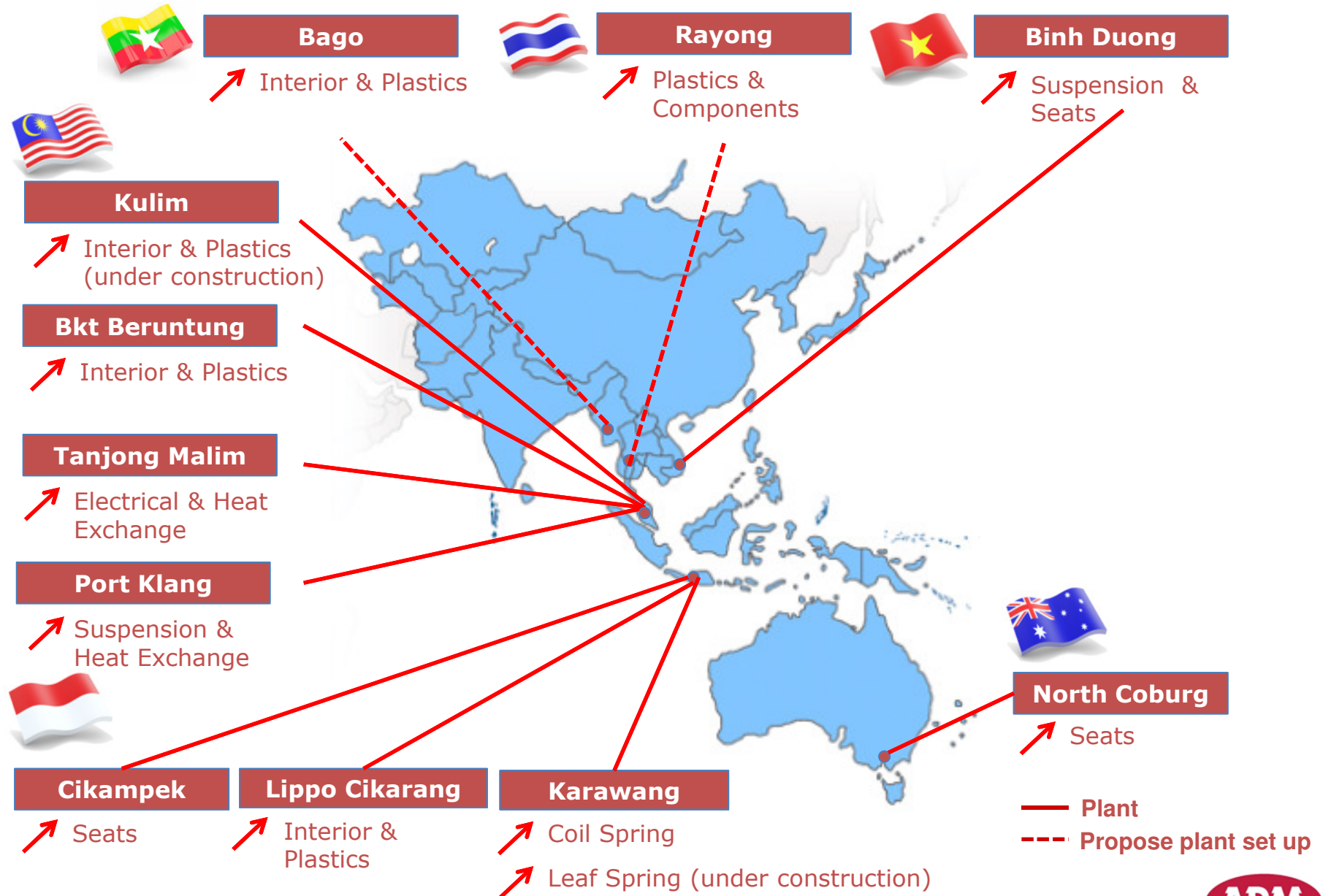
- ❖ 1Q15 TIV 168.3K; +5% YoY
- ❖ Exploring adjacent market to offset cyclical demand and tap into new revenue streams
- ❖ Innovate effectively to support the various OEM strategies
- ❖ Continue to drive down costs through lean value chain and continuous improvement in productivity and efficiency
- ❖ Increase contribution from foreign operations to reduce dependency on domestic OE segment
- ❖ Stay relevant by investing in R&D and select acquisitions carefully

M&A Opportunities

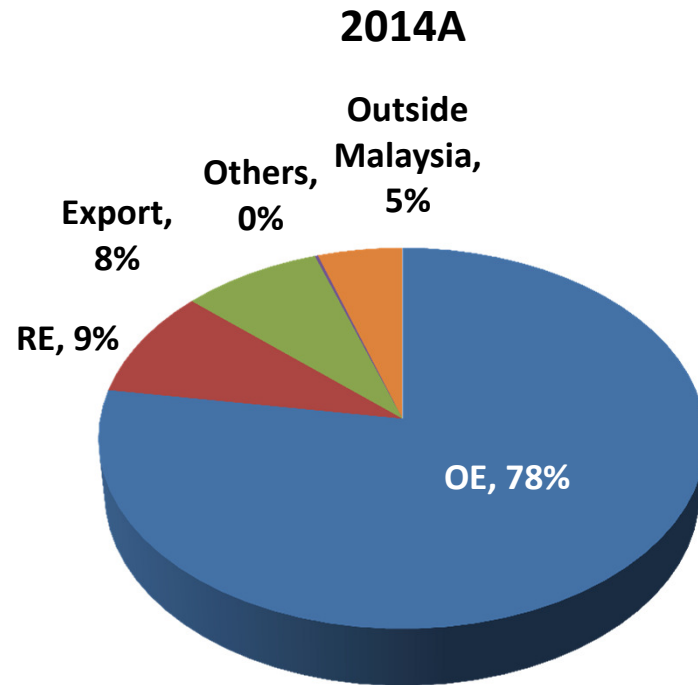
Strategic Purpose	Our Vision		Our Strategy	
Environment	Global Market Review	Asia Pacific Market Review		Malaysia Market Review
Market Assessment	Economy & Environment	Tier 1 Competition	Local Supplier	Lessons Learned
Target Opportunities	Targeted Research			
Growth Opportunities	M&A Opportunities	Tier 1 Supplier		Tier 2 Supplier
Risk Management	Due Diligence	IP Production	Legal & HR Partnerships	Detailed Planning
Implementation Plan	JV	Local Resources	Quotation & Proposals	Supplier/Tool Resource

Moving Forward

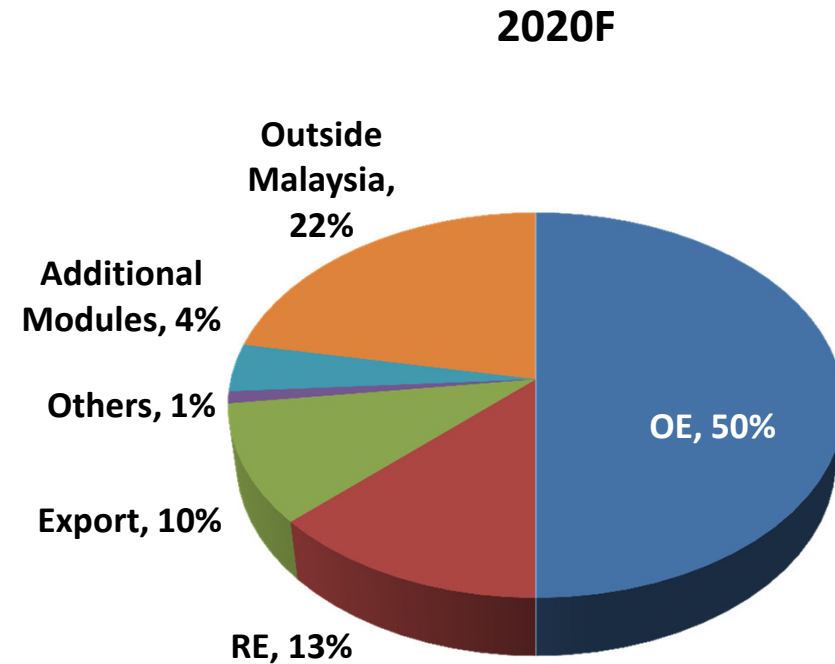
Geographical Diversification



Sales Guidance through Balance & Diversity



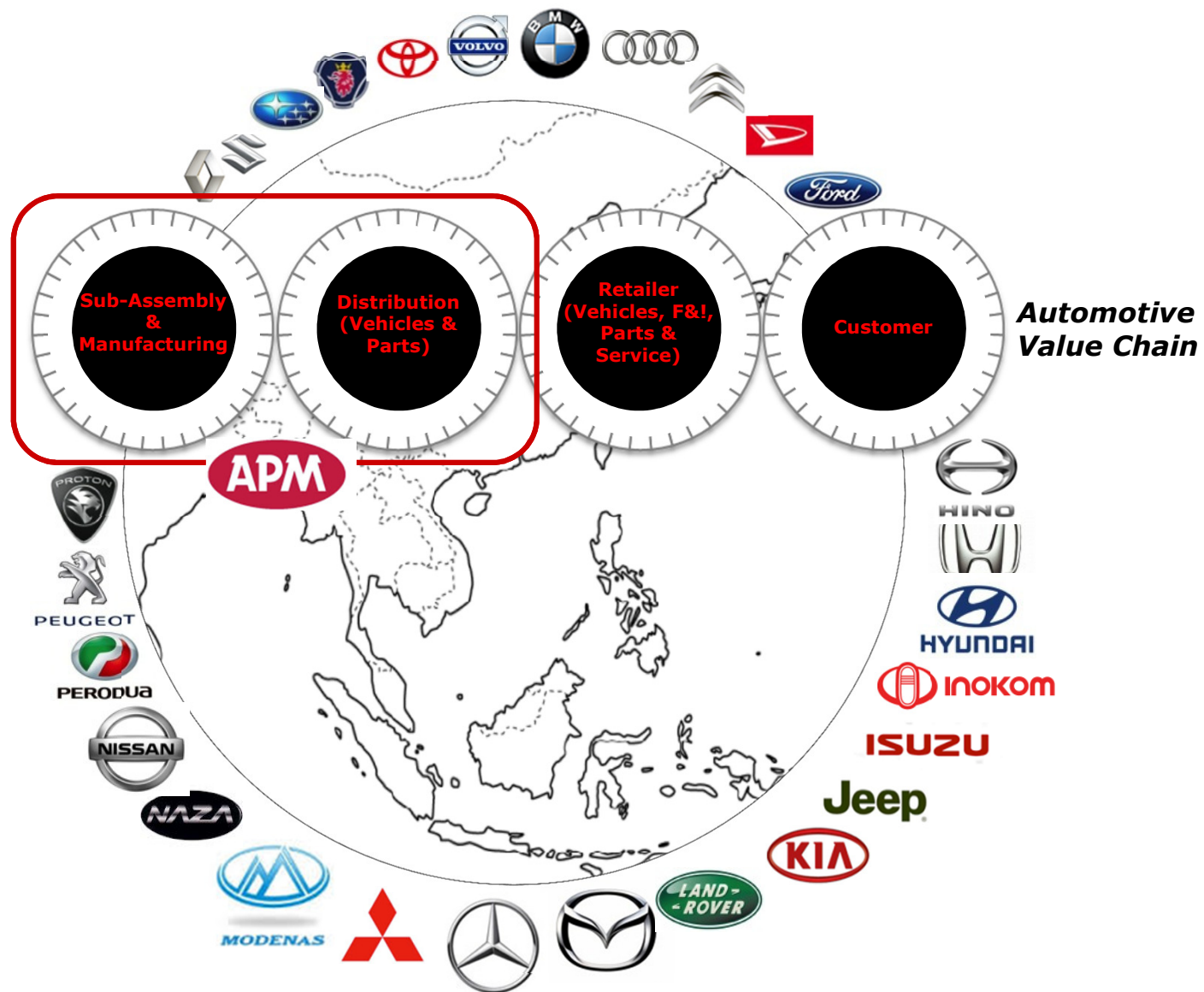
Turnover: RM 1.2b



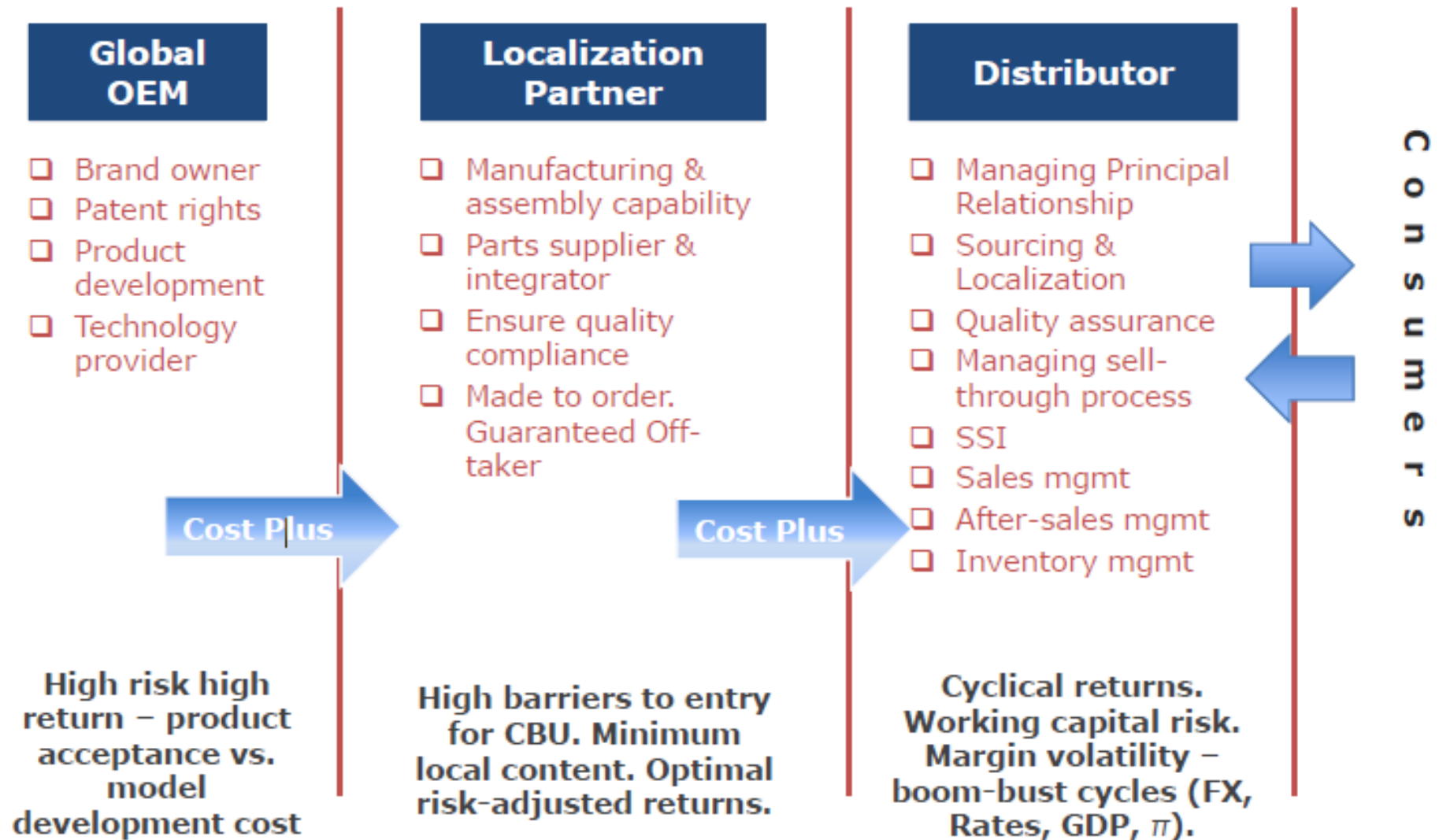
Turnover: RM 2.0b

RM2b sales target (RM1b existing OE & RM1b exports, overseas & others)

Integral Player within Local Automotive Eco-systems



Auto Cycle Investing



Thank You